

July 2019



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REALTOR Insight

GOP Picks DJ Swearingen as Arndt successor

Let us congratulate our very own DJ Swearingen for his new position with the State of Ohio.

Douglas "DJ" Swearingen, Jr. will take over on Aug. 1 as the new state representative for House District 89, representing Erie and Ottawa counties. DJ will be replacing state Rep. Steve Arndt, R-Port Clinton, who is retiring effective July 31.

This is from the article in Friday, June 21, Sandusky Register:

Ohio House Speaker Larry Householder announced Thursday, June 20, the House Majority Caucus had select Swearingen.

"I'm please to welcome Representative-elect Swearingen to our caucus," said Householder. "He is an accomplished attorney who has a lot of pride in his local community. He's actively involved in the 89th district and will serve his constituents well at the Statehouse."

"I would like to thank my wife and my family for starting this journey with me," said Swearingen. "I would also like to thank the House leadership for this opportunity. It is an honor and a privilege to be appointed to serve as the Ohio State Representative for the 89th District. Over the coming weeks and months, I very much look forward to building many more relationships with people in the community. I also am excited to discuss ideas and thoughts on how we can continue to make our district a great place and prosperous place to live—where everyone has the



opportunity to use their gifts and talents to pursue their life's ambition," he said.

Five others in Erie and Ottawa counties applied for the House District 89 seat, sending in resumes to a screening committee of lawmakers that Householder appointed.

The other five are Sandusky school board member Jeff Krabill, Ottawa County Republican Party chairman Nathan Daniels, Ottawa County Municipal Court Judge Fritz Hany, Milan architect Dan Frederick and Oak Harbor Mayor Quinton Babcock.

DJ came to be part of the Firelands Association of REALTORS right out of Law school. His work with our organization has been invaluable. He quickly adapted to our industry needs and guided us in many changes along the way.

DJ was to speak at our Spring General Membership meeting on June 20th at Anjulina's in Fremont, but was busy being sworn into position.

DJ stated in a letter, "I am very sorry that I could not make the general membership meeting today. Any Firelands event is always something that I very much look forward to in my week whether that is a board meeting or a charitable fundraiser."

He goes on to explain he was being appointed to the position and stated, "To say that I am excited to serve in this role and take on this challenge is a huge understatement. I look forward to working with many of you as my constituents. Please do not hesitate to reach out to me with ideas as to how we can make our district a great and prosperous place to live."

"I have one more thing to say to all of you...thank you. Thank you for trusting a new lawyer fresh out of the University of Dayton School of Law to give you legal advice and help your association make home ownership a reality to those individuals residing in areas making up the Firelands Board. I will be forever grateful for the opportunity. I also now have the great privilege of calling many of you friends."

"I look forward to working with all of you on real estate issues at the state level. I have seen firsthand your passion for the real estate industry and those you serve. My only request is that you all continue to put the interest of your clients first at all times. When you do that, everyone wins. My best to you all."

We wish DJ and his family the best as they embark on their new journey.....Congratulations!

Schedule of Events:

July

- **7/4 Board Office Closed**
- **7/10 CE, Put-in-Bay Resort & Conference Center, 10:30 am**
- **7/11 CE, Put-in-Bay Resort & Conference Center, 10:30 am**
- **7/15-7/17 Leadership Summit/ WCR Conference, Columbus**



Weight Watchers

Meets at the Board Office on
Fridays at 9:30 a.m.

Interested in joining or need a
meeting place?

Contact:

Lynn.M.Gotsis@weightwatchers.com

Up Coming Events

August

6	Bob Strayer Memorial Classic, Eagle Creek Golf Course, 11:00am
12-13	NAR Leadership Summit, Chicago, IL
15	FAOR Board of Directors Meeting, Board Office, 9:30am
21	RPAC Cruise, Port Clinton, 12:00pm

September

2	Board Office Closed, Labor Day
4	General Membership Meeting, Sandusky Yacht Club, 11:30 am
16-18	Ohio REALTORS Annual Convention & Expo, Cincinnati
26	FAOR Board of Directors Meeting, Board Office, 9:30 am



Mark your Calendars!

CE at

Put-in-Bay Resort & Conference Center

July 10th & 11th

SEE PAGE 3 TO RESERVE YOUR SPOT!

START PUTTING YOUR TEAM TOGETHER!

BOB STRAYER MEMORIAL CLASSIC
AUGUST 6TH

See Page 5 to Reserve your spot!



RPAC Cruise

August 21st

See page 8 to reserve your spot!



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First American

Island Education!

July 10 & 11, 2019

- Choose Your Course—3 or 6 Hours

Ethics for Real Estate Professionals (3 HR Ethics CE Credit)

Wednesday, July 10th—10:30 AM—1:45 PM

Instructor: Alec Hagerty, Knowledge Sponge Seminars

Keeping Up With The OAR-DIV-ians (3 HR Core Law CE Credit)

Thursday, July 11th—10:30 AM—1:45 PM

Instructor: Sally Steining, First American Title

- Includes Roundtrip on the Jet Express

Put-In-Bay Jet Express Schedule—<http://jet-express.com/port-clinton/>

PLEASE NOTE: THE BOAT LEAVES THE DOCK PROMPTLY!

Includes one roundtrip ticket, extra tickets can be bought at the Jet Express Dock

- Stay Overnight!

Accommodations at Put-In-Bay Resort, Call 888.742.7829

RESERVATION DEADLINE—JULY 5th



Special Event Rate of \$165 + applicable taxes. Just mention you are with the Firelands Association of REALTORS®

Do you have any disabilities, which require special accommodations, including the provision of auxiliary aids and services? If so please indicate needs _____

☐ \$35 for 1 day of CE Only or \$70 for both days (No Jet Express Transportation)

☐ \$85 for 1 days of CE and 1 round trip Jet Express Ticket

☐ \$100 2 days of CE w/ 1 round trip Jet Express Ticket

☐ \$135 2 days of CE w/ 2 round trip Jet Express Tickets

CE ATTENDANCE: ☐ 3 hours CE on 7/10/19 ☐ 3 hours CE on 7/11/19 ☐ Both days of CE

Name: _____ File # _____

Company: _____ Phone # _____

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Method of Payment: ☐ Cash | ☐ Check # _____ | ☐ Credit Card

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*NAR Associate Counsel
Charlie Lee discusses
options for how to
handle a negative or
fake consumer review.*

How to Handle Negative Reviews

Online reviews are a natural extension of word-of-mouth marketing. Gone are the days of relying only on recommendations from friends; now you can go online and easily find other peoples' opinions about anything including a doctor, accountant, or a real estate agent. Experts say that research shows that a large percentage of consumers check online reviews before choosing a product, service or a business.

And consumers often trust online reviews as much as a personal recommendation, which means online reviews are important for the success of your business. But, this can be frustrating when you find yourself the target of online reviews that are fake or completely inaccurate, and many consumers can't readily tell when they're reading the review. If a review is negative but true, at least you can learn something from it. But a fake negative review is not only frustrating but can potentially harm your business. So, what can you do?

Fake reviews can be challenging to deal with due to two federal laws.

1. Section 230 of the Communications Decency Act provides immunity to interactive computer service providers like Google, Yelp or Facebook for publishing content provided by others, such as reviews, which means that service providers cannot be liable for acts committed by others using the website or online forum, even if the provider fails to take action after receiving actual notice of the harmful or offensive content. Just last year, the California Supreme Court ruled that pursuant to the Communications Decency Act, Yelp couldn't be ordered to take down defamatory reviews.

Second, the Consumer Review Fairness Act protects a consumer's ability to share their honest opinion about a business' product, service or conduct in any forum, including through social media, and prohibits a business from restricting an individual's ability to review the business, and from imposing any penalty or fee against someone for doing so.

But all hope is not lost. Here are some general tips for dealing with negative reviews, and steps you can take to defend yourself against fake negative reviews on major online platforms like Facebook, Yelp and Google and several real estate websites.

First, whenever you become aware of a negative review, walk away and take a deep breath. Don't try to retaliate. A tit for tat response could cause you to look unprofessional and may exacerbate the situation. Only proceed when you know you're calm.

Second, attempt to get the fake review removed. Follow the site's take-down procedure, which you can typically find in the site's terms of service.

For example, Facebook may remove any user-submitted recommendations that don't comply with Facebook's Community Standards guidelines or that don't focus on the product or service offered by the business.

And, Yelp will remove a review if it violates their Content Guidelines, which includes reviews submitted by a reviewer with a clear conflict of interest, that isn't based on a reviewer's own personal experience, uses offensive language or contains confidential information.

Google's policy is particularly broad, and may be the most helpful to businesses. Google's policy states content should be based on genuine experience and should not be posted just to ma-

nipulate a place's rating. Google's policy also prohibits users from posting content about a current or former employment experience or posting content about a competitor to manipulate ratings.

To increase the likelihood that your complaint will be considered and resolved in your favor, be sure to state that the review is in breach of the site's terms of service. This tends to get your complaint through any algorithm that sets the importance of any complaint review

Also, consider posting a thoughtful reply to the fake review. Be polite, point out any inaccuracies with the review, such as not being able to confirm that they were a client or invite them to contact you directly to resolve the matter. By responding in this manner, you'll avoid having the fake review stand alone and you'll also demonstrate your professionalism and that you take reviews seriously.

Lastly, consider legal action only as a last resort. Lawsuits on this topic, including those filed against companies like Facebook, Yelp or Google, have thus far proven to be unsuccessful. If you have proof that someone or a competing business is conspiring to ruin your business, consult an attorney to advise whether legal action in the matter is recommended.

Thank you for reading Window to the Law. To watch [Window to the Law](#), Click on the link.

This Article is shared from NAR Website.

Firelands Association of REALTORS®

BOB STRAYER MEMORIAL GOLF OUTING

Tuesday, August 6, 2019

Eagle Creek Golf Course

2406 New State Road | Norwalk, OH 44857

11:00 AM Shotgun Start



Sign Me Up

- ☐ **4 Person Team**—\$400, if paid by July 23rd
after July 23rd cost is \$425
- ☐ **Single Player**—\$100, if paid by July 23rd
after July 23rd cost is \$125
- ☐ **Dinner Only**—\$30 if paid by July 23rd



Sponsorship Opportunities

- ☐ **Hole Sponsor**—\$125

Course signage at hole | Company name listed in program

Putting Green Sponsor—Sponsored by Appraisal Service, Inc.

- ☐ **Driving Range Sponsor:** \$150

Registration Form

Player 1 _____ Office _____

Player 1 _____ Office _____

Player 1 _____ Office _____

Player 1 _____ Office _____

☐ **Team**—\$400 if paid by July 23rd, \$425 after July 23rd

☐ **Single Player** \$100 if paid by July 23rd, \$125 after July 23rd

☐ **Dinner**—\$30 if paid by July 23rd, \$35 after July 23rd

☐ **Hole Sponsor**—\$125

☐ **Prepay for Mulligans**—\$25 per team





Ohio Senate builds on the House budget plan, restores favorable tax treatment

June 17, 2019

By Beth Wanless, Ohio REALTORS Director of Government Affairs

The active involvement of Ohio's REALTOR community during deliberations of the state's FY20-21 budget seem to be paying dividends, as the Ohio Senate was able to build off the House's work and include many provisions supported by the organization.

Specifically, the Senate version (Substitute House Bill 166) reinstates the full deductibility of the Business Income Deduction (BID) to \$250,000. The House-passed version contained a significant tax hike for small business, lowering the BID to \$100,000 of earned business income for pass-through entities. It should be noted that the Senate version does eliminate the current 3 percent tax rate cap on business income earned above \$250,000 after tax year 2020.

Ohio REALTORS have repeatedly stated that the tax savings from

the BID are reinvested back into their day-to-day business operations by purchasing signage, marketing and advertising materials, hiring staff, paying for gas and car maintenance, and other important job-creating, tax-generating activities. Nearly 10 percent of Ohio's REALTORS answered our recent "Call for Action" seeking full reinstatement of the BID, helping to strengthen our message to lawmakers.

Aside from the positive development involving the Business Income Deduction, the Ohio Senate budget bill also a number of industry-backed provisions:

- Includes creating state tax credits for investing in Ohio Opportunity Zones;
- Language included to protect real estate licensees from discipline if transacting with a legal medical marijuana-related business;
- Includes real estate-backed

licensing fee increases proposed by the Ohio Department of Commerce;

- Secures an Ohio REALTOR seat on the Child Lead Poisoning Council;
- Does not include Housing Trust Fund fee increases;
- Includes Ohio REALTORS-supported criminal background checks for real estate licensees.

The Ohio Senate is expected to vote on its budget bill by the end of the week. It will then be debated by a House-Senate Conference Committee. By law, Gov. Mike DeWine must sign the budget bill by the end of June.

This content is copyright 2019 Ohio REALTORS. Read more at: <https://www.ohiorealtors.org/blog/1128/ohio-senate-builds-on-the-house-budget-plan-restores-favorable-tax-treatment/>



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Ohio REALTORS®
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VICE PRESIDENT



Sara Riesen | Tiffin

Coaching Corner: Choose Wisely! May 24, 2019

By "Coach" Marilou Butcher Roth

Choices...we are making them countless times throughout our day, whether we are aware of this or not. What we eat, what we wear, conversations we have, actions we take. All day long. What I am posing to you today is the idea of how you are choosing. Ultimately, regardless of any choice we make, or action we take, we do so with the idea (conscious or not) of that choice or action bringing some level of happiness into our lives. We certainly do not choose from a place of bringing something unwanted.

Let's look at one of my favorite analogies – let's say you decide to visit the neighborhood buffet for dinner. And let's also say that some of your least favorite foods include lima beans and iceberg lettuce. As you make your way eagerly through the line of dozens of foods, all begging to be chosen, you notice the foods that you love and also the lima beans and the

iceberg lettuce. Under no circumstances that come to my mind, would you choose the two foods that you absolutely do not like!! Now, think about times when you are choosing actions or activities in your life that are the lima beans and iceberg lettuce. Yep! We all have done this.

There are various and individual reasons why we make our choices. The key here is to become aware of what we are choosing and then to take it to the next level – will this choice/action keep me in integrity with myself? Ah, there it is, the "I" word again.

Choices get made sometimes because we think it is the "right" thing to do. Or, because we want to avoid some sort of confrontation or pain. Either way, starting today, I invite you to check in with your choices – the big ones and the small

ones. Will this choice keep me in alignment with myself and my integrity?

Some of these answers may be challenging and may bring some unwanted emotion along with it. Ultimately, however, if you are choosing from a more conscious place, your happiness will be there.

So let's get on it and make those conscious choices. Any, for heaven's sake, stay away from the lima beans!!!! (Unless of course you actually do like them.)

This content is copyright 2019 Ohio REALTORS. Read more at: <https://www.ohiorealtors.org/blog/1116/coaching-corner-choose-wisely/>



Marilou Butcher Roth is the owner of The MBR Group, a coaching and training company working primarily with REALTORS who have a desire to work and live from a more inspired place. She is also the Broker/Owner of Group REALTORS in Cincinnati.

Marilou is a member of the Ohio REALTORS Board of Directors and past chairman of the organization's Communications Committee. Feel free to contact Marilou to see if coaching is right for you: Marilou@mbr-group.com

Welcome to dotloop!

We're happy to announce Firelands Association of REALTORS forms are available on dotloop! dotloop will empower you to manage documents, eSignatures, storage and overall broker collaboration—all in one platform.

dotloop is an online workspace that connects everyone and everything needed to complete a real estate transaction in one place. dotloop allows you to edit, complete, sign and share documents without ever needing to print, fax or email.

Be on the lookout, as we will be hosting live onsite training at an office near you!

If you have any questions regarding dotloop, we have a number of resources you can use:

- Support site: support.dotloop.com
- Best practices video: [recorded webinar](#)
- Download the app: [iOS](#) or [Android](#)
- Onsite training: [look for more](#)

dates to come!

- How to attach your association: [article](#)

* Dotloop Support:
support@dotloop.com or
888-DOTLOOP (368-5667)

A great way to get started is by taking the guided tour and experimenting with the sample loop transaction within your account:

[CREATE YOUR FIRST LOOP](#)



Directions to connect with FAOR were posted on a Broadcast Notice on 6/4/19

REALTOR® Insight to Advertise Affiliates

Once again the newsletter will be offering advertising space to our Affiliates. We have put great thought into a value driven space to showcase your business. On the follow-

ing pages (12–15) you will see our examples and sizes of space available. We can "link" your website for an additional \$15 charge. If you have

questions or are ready to advertise in the newsletter please call Leslie @ 419-625-5787 or email Leslie@faor.com



RPAC "ISLAND CRUISE"

Jet Express Ferry Boat Island cruise; On Wednesday, August 21, 2019 depart Port Clinton at noon on **Jet Ferry Line, 49 Jackson Street, Port Clinton, OH.** Jet Ferry ride east of Kelley's Island, then north between Kelley's and Middle Island, then west between Middle and North Bass islands, then south between Middle Bass and Rattlesnake Island, then on to Put In Bay Harbor.



Once at Put In Bay a wine and cheese reception at The Keys at Put In Bay. Introduction of the Ohio legislators by Ohio Association of Realtor's EO Bob Fletcher.

Depart Put In Bay 4:30-5:00 PM, arrive Port Clinton, 5:00 to 5:30 PM.

Islands to be passed: Catawba, South Bass, Mouse, Kelley's, Middle (Canadian), Ballast, Middle Bass, North Bass, Sugar, Rattlesnake, Green, and Stone Island.

LIMITED SEATING: ONLY \$200.00 PER PERSON



Make your reservation ASAP: Email connie@faor.com.

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Commitment to Excellence (C2EX)

During the NAR Legislative Conference in Washington D.C. we had 2 of our Brokers and our CEO, David Freitag, complete and earn the C2EX endorsement. Scott Myers of Mike Myers Realty, Inc. in Norwalk, and Alex Johnson of Real Living Morgan Realty in Sandusky and Port Clinton. They are now on the journey to Empower their futures and enhance their skills.

We encourage all members to join in the Commitment to Excellence and sharpen your skills and EMPOWER your future as REALTORS®!

The Program Plan:

The Program will offer each REALTOR® the opportunity to complete a **C2EX Skills Assessment**: a cutting edge, skills and personality identification system designed to measure a REALTOR®'s proficiency in the C2EX Competencies.

The C2EX Skills Assessment will produce a self-paced, facilitated path through a personalized education program, specific action steps, and tailored tools and resources based on the results of the C2EX Skills Assessment. This Journey would meet the individual needs of each REALTOR®, and maximize engagement by offering the products and opportunities identified as being of use and interest to a particular REALTOR®.

Each REALTOR®'s C2EX Journey will be unique, and will identify the best possible path for that particular individual

toward excellence in the REALTOR® C2EX Competencies.

The REALTOR® C2EX Journey will include various components to guide a REALTOR® toward excellence in the REALTOR® C2EX Competencies:

1. **C2EX Action Steps** will broaden a REALTOR®'s skill development and engagement with their community through a suggested series of activities, such as attending an event or participating in a recommendation and review program. The **C2EX Action Steps Tracker** is a journal of Action Steps completed by the REALTOR®.
2. **C2EX Learning Prospects** will offer a specific formal or informal learning opportunity, such as coursework, attending a webinar, or playing a learning game, uniquely designed to enhance a skill or improve a behavior identified in a REALTOR®'s C2EX Skills Assessment. The **C2EX Learning Prospect Tracker** is a journal of Learning Prospects completed by the REALTOR®.

If a REALTOR® identifies in their C2EX Skills Assessment that they are a broker/manager, they will unlock a special **C2EX Broker/Manager Path**: a companion REALTOR® C2EX Journey for brokers and managers, offering Action Steps and Learning Prospects designed to engage their agents in pursuing increased professionalism through the Commitment to Excellence Program.

Once a REALTOR® completes the Action Steps and Learning Prospects in their REALTOR® C2EX Journey for a particular competency, they will be awarded one of the **C2EX Excellence Badges**: digital insignias provided as recognition of a REALTOR®'s high level of achievement in one of the REALTOR® C2EX Competencies. These success measures will allow REALTOR®'s to promote their progress and receive encouragement along the way.

Achieving C2EX Excellence Badges unlocks new C2EX Action Steps and Learning Prospects which moves a REALTOR® one step closer to the **REALTOR® C2EX Endorsement**: an award given to a REALTOR® for achieving excellence in all the REALTOR® C2EX Competencies. The REALTOR® C2EX Endorsement is a unique market advantage, identifying the REALTOR® as a well-rounded professional committed to providing superior customer service and representing the ideals of the REALTOR® organization.

Once a REALTOR® achieves their REALTOR® C2EX Endorsement, they will be encouraged to complete another C2EX Skills Assessment to unlock new Action Steps and Learning Prospects, and receive a brand new, customized C2EX Journey.

Follow this link to begin your [C2EX Journey!](#)

**Enhance
your
skills.**

**Empower
your
future.**



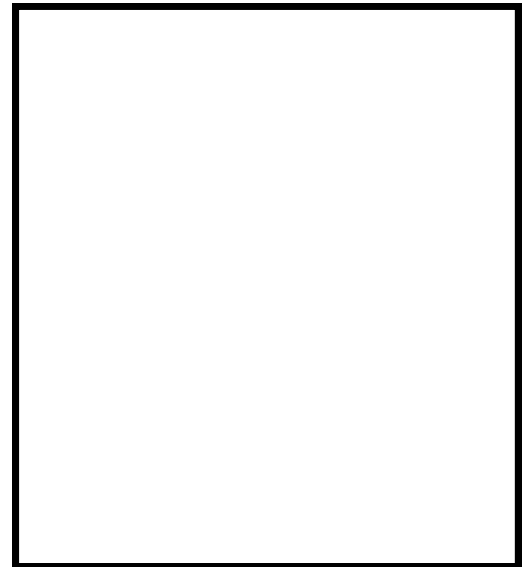


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Example

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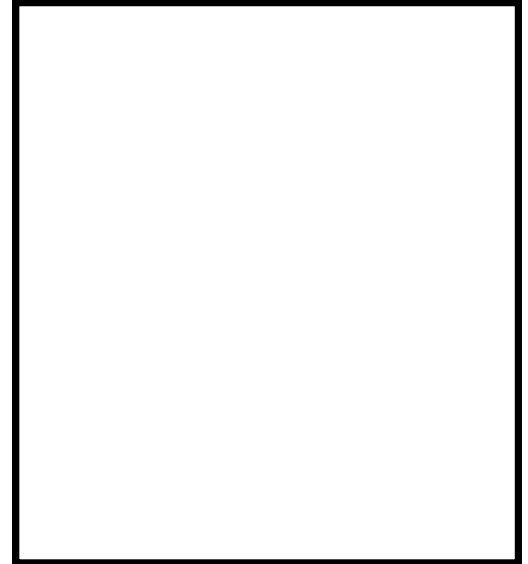
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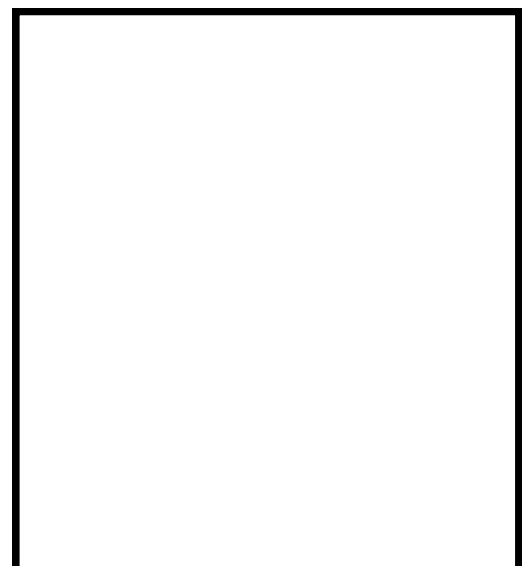
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Offices in: Sandusky, Tiffin, Shelby, Galion, Ontario, Mansfield, Mt. Gilead and Cardington



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1/3 page ad is \$50.00

for 2 months. Includes

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ready ad to fit this size.

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Example





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\$75 for 1/2 page

Basic ad (Logo,
Contact

Information & 2
lines of additional
information) as
shown or "camera
ready" ad

Additional features:

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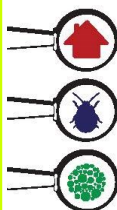
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Whether you're buying a new home, refinancing or remodeling, we're here to help you get the "homegrown" loan you need. You'll work directly with one of our experienced loan specialists. And you'll get a low rate from a bank that's personally invested in your community.

- Conventional Fixed and Adjustable Rate Mortgages
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Tim Ott
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Sandusky
419.627.4670



Christina Gardner
NMLS# 1077255
100 E. Water St.
Sandusky
419.627.4534



Deb Morrow
NMLS# 478099
100 E. Water St.
Sandusky
419.627.4510



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Sample listing language to address 'nanny cams'

May 30, 2019

By Peg Ritenour, Ohio REALTORS Vice President of Legal Services

In an [earlier article](#) the issue of a seller's use of surveillance equipment (or a "nanny cam") on listed property was discussed. As was explained in that article, under Ohio law, if the surveillance device includes an audio component that allows the seller to record or even listen to the verbal communication of other persons, the consent of at least one of those persons must be obtained. Therefore, for a seller to legally use surveillance equipment to record or listen to conversations during a showing, open house or other appointments on their property (i.e. inspections, appraisals), one of the individuals to that conversation must consent. Of course, that consent should be obtained in writing.

Below are two sample clauses that can be used by local boards or brokerages in a listing contract or other agreement to address the seller's use of surveillance equipment. Under the first sample, the seller agrees to turn off any audio component of surveillance equipment on the property. The second sample provides for consent to be obtained and for disclosure of the nanny cam.

Many REALTORS have asked whether consent can be achieved by just disclosing the existence of surveillance equipment in the MLS or posting a sign on the property. Unfortunately, the statute does not address disclosure as an alternative to actual consent. Another concern with this approach is that there is no guarantee that buyers would see the MLS disclosure or notice signage on the property. For these reasons, it is difficult to predict whether a court would

find disclosure to meet the statutory requirement of obtaining consent. Therefore, brokerages or local Boards that want to require a duty to disclose the surveillance equipment are advised that this language should only be used in conjunction with language requiring the seller to either obtain the written consent of at least one of the parties or to turn off the audio feature of the surveillance device.

Please note that the sample provisions below are for example purposes only and local Boards/Associations and brokerages are advised to consult with their own legal counsel before adopting any language regarding the use of surveillance devices. Ohio REALTORS is not responsible for the use or misuse of this sample language.

The first provision below provides the simplest approach. Under the terms of this clause the seller agrees to turn off the audio feature of any surveillance equipment that is present on the property, thereby making consent unnecessary. This language is designed to protect the listing agent/brokerage from liability by placing the affirmative duty on the seller to turn off the audio and eliminating any duty on the part of the listing agent to obtain consent. As long as the agent/brokerage does not ignore evidence to the contrary, the listing agent and brokerage should be able to rely on the seller's statement that either no such equipment exists or that the audio capability is turned off. This sample provision follows:

Electronic Surveillance Devices. Seller does____ does not____(check one) have surveillance equipment located on

the property. Seller understands that under Ohio law the seller cannot use electronic, mechanical or any other device to listen, record or otherwise acquire the content of the oral communications of other persons without the consent of at least one party to the communication. Seller agrees that if such surveillance device is present on the property that the seller will turn off any audio feature of the equipment when other persons are present on the property. This applies to all showings, open houses, and any other appointments at which prospective purchasers, real estate licensees, inspectors, appraisers, contractors or others are on the property. Seller is advised to consult with an attorney regarding the use of such surveillance devices under Ohio law. Seller also agrees to indemnify, defend and hold the listing brokerage and its affiliated licensees harmless from and against any and all claims, demands, actions, losses, damages or judgments arising out of the seller's use of surveillance devices.

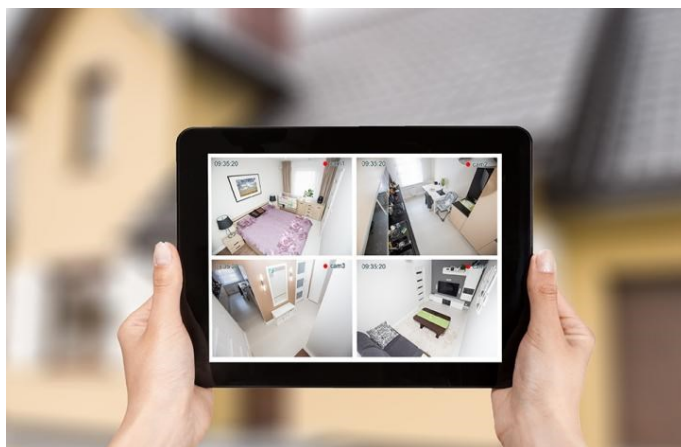
The second approach is to include language in the listing agreement whereby the seller agrees to only use the audio feature if prior written consent is obtained from at least one of the persons who will be present at the showing or other appointment. Additionally, it authorizes disclosure of any surveillance equipment in the MLS and obligates the seller to post a sign at the property during showings and appointments also disclosing this fact.

Continued from page 18

Unlike the first clause, this provision imposes obligations on the listing agent. First, it will obligate the listing agent to make sure the existence of the surveillance equipment is disclosed in the MLS. Secondly, the seller will probably expect the listing agent to provide the necessary signage to post during showings, appointments, etc. And finally, the duty to obtain the necessary consent and to notify the seller if consent is not received will probably fall on the listing agent.

With these duties comes the risk of potential liability if the agent fails to carry them out. Particularly concerning would be the situation where the agent does not receive consent and fails to notify the seller of this fact, resulting in the conversations of buyers, their agents or others being recorded without their consent. This sample follows:

Electronic Surveillance Devices. Seller does____ does not____ (check one) have surveillance equipment located on the property. Seller understands that under Ohio law the seller cannot use electronic, mechanical or any other device to listen, record or otherwise acquire the content of the oral communications of other persons without the consent of at least one party to the communication. This applies to showings, open houses and any other appointments at which prospective purchasers, real estate licensees, inspectors, appraisers,



contractors or others are on the property. If a surveillance device is located on the property, seller authorizes the disclosure of the surveillance device in the MLS and agrees to conspicuously post signage regarding the existence of the surveillance device during showings, open houses, and other appointments. Seller further agrees that the written consent of at least one of the parties to the communication must be obtained for the seller to listen, record or otherwise acquire any third-party communication. Seller agrees that if the consent of at least one of the parties is not obtained, that the seller will turn off the audio component of any surveillance equipment. Seller is advised to consult with an attorney regarding the use of such surveillance devices under Ohio law. Seller also agrees to indemnify, defend and hold the listing brokerage and its affiliated licensees harmless from and against any and all claims, demands, actions, losses, damages or judgments obtained by a third party

arising out of the seller's use of surveillance devices.

As stated above, brokers and local Boards should consult with their own legal counsel regarding the use of any of the language included in this article. This language is provided for sample purposes only.

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dotloop Training

Absolutely great dotloop training session this morning! Dotloop trainer Jodi Key Chambers was so good. She had so many great tips!



ABR Designation Classes Held

On June 5th & 6th FAOR held the ABR Designation course.

skills and more confidence to serve their clients better.

We had a good attendance and several were able to take advantage of the "Early Bird" pricing.

Thank you to Vacationland Federal Credit Union for Sponsoring June 5th by providing lunch and gifts to all that attended.

Alec Hagerty of Knowledge Sponge was our entertaining and extremely knowledgeable instructor for this course. All attendees took away some great



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tate market. It's fast-paced and fact-packed with experts, interviews, call-ins, field reports, and timely market conditions. On radio stations, Siri, Echo, Google Home and Spotify, Real Estate Today Promotes

and supports the American Dream. Go to radio.REALTOR to find out how you, as an NAR member can put the show on our website—for free!



General Membership Meeting

On June 20th the Spring General Membership Meeting was held at Anjulina's Banquet hall in Fremont, OH.

All those who attended enjoyed a light lunch consisting of rigatoni, beef sandwiches and Anjulina's famous salad.

The meeting was started by President, Scott Myers and to be followed with Dave reading a letter from DJ Swearingen. Frank Corder gave a brief speech on the importance of RPAC and he announced the RPAC contribution drive is coming soon and get your tickets for

the RPAC Cruise!

Our guest speaker came all the way from Ohio REALTORS in Columbus, Spencer Gross, Director of Local Government Affairs.

Spencer gave us an update on the State Budget, the "Call to Action" for the Business Income deduction, Ohio Opportunity Zone tax credits, protections for real estate licensees from discipline if transacting with a legal medical marijuana-related business, REALTOR seat on the Child Lead Poisoning Council, and the Ohio REALTORS-

supported criminal background check for real estate licensees.

Spencer also spoke of the Ohio REALTORS established relief fund for the tornado areas. You may donate as well if you click on the link to the right.

The meeting was adjourned and the next General Membership meeting date was announced as September 4th at the Sandusky Yacht Club. Look for more information to come.

Hope to see you there!



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We've made it easy for you! Use the "That's Who We R" logo on your advertising, business cards, or anywhere you want to showcase the expertise you bring as a REALTOR®.

[Campaign Assets and Advertising](#)

For additional materials to share on social media, visit our [Campaign Assets for Social Media page](#).

The That's Who We R style guide covers campaign elements such as colors, typog-

raphy, usage rules, customization rules, and voice/tone.

Click here to download the style guide.

[Download](#)



NEWS

Multiple Listing Service
MLS

What's new!
What to look for!

Our Monthly Newsletter is sent by **email only**.

This change has allowed us to reach more people for less money. We are looking for sponsorships to mail Newsletters quarterly to the Brokers and Affiliate members.

If you are not receiving your emailed copy or for Brokers and Affiliates that would like to receive a copy by mail every month please contact Leslie at the Board Office (419) 625-5787 or Email: Leslie@faor.com

The Newsletter is now on FAOR.Com!

On the "Member Side" under Members then Newsletters

Coming Soon - Coming Soon is now live. Forms are available on our FAOR.COM site. Log into the Member side, Click on Forms, then click on MLS Forms.

Held Status - If a listing cannot be shown for any reason, the listing must be in a **Held** status. "For Sale" Sign **can-not** be in yard.

Kick Out Clause on Listing - These listings must be in a "Contingent" status....Not Active

Marketing Remarks—for remarks/information on the home/property only. You cannot have "Call John Doe to schedule your showing today or Call to see this listing today"

Monthly Broker Open - **FREE first** Tuesday of each month. This is for open houses

held on the first Tuesday - Please send information regarding the listing & time by the Friday before. Brokers Opens for any other time will cost \$21.50 per ad.

ShowingTime - For assistance please call 1.800.379.0057 or email support@showingtime.com

Multiple Areas - If you want to put a listing in more than one area, there is a \$25 charge per area. For listings entered more than once: when sold...you only sell out one of the listings and withdraw the others.

The Board of Directors recently approved the recommendation of the MLS Committee to modify the Primary Photo rule as follows:

***New* Primary Photo**

In order to maintain consistency in the Service, primary photo as established is the front view of the property. Any photo set as the primary photo for the property that is not the front view of the property will be removed. In the event of a home having two front views (i.e. water front home) the listing agent may choose which of the two views to use as primary. If the alternate view is used as the primary, the photo of the front view of the property must be set in the second position. (Amended 2/18)

If you have any questions, please feel free to contact the MLS office at 419.625.3802

Welcome New Members!

New REALTORS®:

Scott Manuella RE/Max Quality Realty—Sandusky
Kristen Wadsworth Real Living Morgan Realty Group—Port Clinton

New Office:

New MLS Office:

Tim Ali Tim Ali Realty—Middleburg Hts

New MLS Salespersons:

New Affiliate:

Hello &
welcome

The REALTOR® Insight is the official publication of the Firelands Association of REALTORS®, 2710 Campbell Street, Sandusky, OH 44870.

The Firelands Association serves five counties: Erie, Huron, Ottawa, Sandusky and Seneca.

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All copies for publication should be sent to the Editor by the 20th of each month, rates available upon request.

All copies submitted are subject to editing at the Editors discretion.

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We are required to maintain an active email address for each FAR member who uses our MLS system. This email address is updated in the National REALTOR database (NRDS) and also for our email blasts with important information that goes out periodically.

If you have changed your email address, have not received email from us in some time or just want to double check it, please contact the Board Office at 419-625-5787 or email your current e-mail address to connie@faor.com.



Newsletters are now being emailed. If you are not receiving the newsletter please contact Leslie@FAOR.com and I will update my email list.

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